

## Message Text

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ACTION FSI-01

INFO OCT-01 ARA-16 ISO-00 EB-11 COME-00 PER-05 /034 W

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R 301959Z AUG 74

FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 3329

UNCLAS ASUNCION 3620

E.O. 11652: N/A

TAGS: OCON, PA

SUBJECT: FSI: COMMERCIAL LOCALS-US TRAINING PROGRAM

REF: STATE 187748

1. EMBASSY RECOMMENDS FSL RAFAEL MARTI FOR PARTICIPATION  
IN SUBJECT PROGRAM.

A. FULL NAME: RAFAEL MARTI DE EMILIO.

B. DATE AND PLACE OF BIRTH: MAY 18, 1921, BARCELONA,  
SPAIN (HAS RESIDED IN PARAGUAY SINCE 1936).

C. ENGLISH FLUENCY: SPEAKING AND READING, BOTH EXCELLENT.

D. LENGTH OF USGOVERNMENT SERVICE TO DATE: 25 YEARS.  
RETIREMENT ANTICIPATED IN APPROXIMATELY 10 YEARS.

E. EXPERIENCE IN COMMERCIAL AND TRADE PROMOTION WORK:  
AFTER COMPLETING A FOUR-YEAR COURSE OF COMMERCIAL STUDIES  
AT JESUIT SCHOOL IN SPAIN, MR. MARTI COMPILED A TOTAL OF  
15 YEARS OF PRIVATE EXPERIENCE IN THE FIELD OF IMPORTING/  
WHOLESALE, AND EXPORTING, FIRST AS AN EMPLOYEE OF A  
PROMINENT PARAGUAYAN FIRM, AND LATER AS OWNER-MANAGER OF  
HIS OWN FIRM. SINCE JOINING THE ECONOMIC/COMMERCIAL SECTION  
AT THE EMBASSY, IN ADDITION TO PARTICIPATING IN SEVERAL  
LOCAL PROFESSIONAL SKILLS DEVELOPMENT COURSES AND SEMINARS  
(ON HIS OWN TIME AND AT HIS OWN EXPENSE), HE HAS PARTICIPATED  
IN THE FOLLOWING USG-SPONSORED TRAINING COURSES:

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1. FSI COMMERCIAL SPECIALIST TRAINING PROGRAM COURSE,  
RIO DE JANEIRO (1967);

2. LATIN AMERICAN TRAINING PROGRAM FOR FSL COMMERCIAL  
SPECIALISTS, RIO DE JANEIRO (1972);

2. ALTHOUGH MR. MARTI HAS NEVER BEEN TO THE UNITED STATES,  
WHILE ON LEAVE HE FREQUENTLY HAS VISITED AMERICAN EMBASSIES  
AND CONSULATES IN BRAZIL, ARGENTINA, URUGUAY AND SPAINHO  
OBSERVE TECHNIQUES USED IN COMMERCIAL SECTIONS OF OTHER POSTS.

3. INDUSTRY OR PRODUCT CATEGORIES OF PARTICULAR INTEREST IN  
THE U.S.:

1. ELECTRIC POWER GENERATION AND TRANSMISSION EQUIPMENT;

2. HEAVY CONSTRUCTION EQUIPMENT;

3. AGRICULTURAL EQUIPMENT;

4. FOOD PROCESSING EQUIPMENT;

5. TIMBER EXTRACTION AND WOOD PRODUCTS MANUFACTURING  
EQUIPMENT.

4. JUSTIFICATION: MR. MARTI IS A DYNAMIC, EXPERIENCED, AND  
EFFECTIVE EMPLOYEE. HE WILL CONTINUE TO PLAY A KEY ROLE IN  
THIS EMBASSY'S EFFORTS TO MAXIMIZE U.S. EXPORT PROMOTION  
OPPORTUNITIES REPRESENTED BY FORTHCOMING MULTI-BILLION  
DOLLAR REGIONAL HYDROELECTRIC PRBQECTS. IT IS IMPERATIVE  
THAT MR. MARTI'S SKILLS IN REPRESENTING U.S. COMMERCIAL  
INTERESTS BE REFINED TO THE UTMOST. THE SUBJECT PROGRAM  
APPEARS IDEALLY SUITED TO ACCOMPLISH OYIS. IT IS ALSO  
HOPE THAT FIRSTHAND EXPOSURE TO AMERICAN INDUSTRIAL  
OPERATIONS WITH MAXIMUM RELEVANCE TO PARAGUAY'S ECONOMY  
WILL ALLOW HIM TO MORE EFFECTIVELY DOVETAIL U.S. COMMERCIAL  
AND INDUSTRIAL CAPABILITIES AND PARAGUAYAN IMPORT REQUIRE-  
MENTS. POST STRONGLY URGES THAT THIS APPLICATION IN BEHALF  
OF MR. MARTI BE GIVEN TOP PRIORITY CONSIDERATION FOR INITIAL  
PROGRAM.

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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Copy:** SINGLE  
**Draft Date:** 30 AUG 1974  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
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**Status:** NATIVE  
**Subject:** FSI: COMMERCIAL LOCALS-US TRAINING PROGRAM  
**TAGS:** OCON, PA  
**To:** STATE  
**Type:** TE  
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